

Message Text

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ACTION NEA-10

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UNCLAS ABU DHABI 0995

USDOC FOR FOREIGN BUYER PROGRAM, CAGNE

E.O. 11652: NA
TAGS: BEXP, TC
SUBJ: FOREIGN BUYER PROGRAM AND
FACILITATIVE ASSISTANCE: NASSIB NASHIF TRIP

1. NASSIB A. NASHIF, MANAGER OF GULF AUTOMATION SERVICES AND OILFIELD SUPPLIES, (GASOS), A DIVISION OF BIN HAMOODAH TRADING AND GENERAL SERVICES COMPANY OF ABU DHABI (WTDR DATED JULY 10, 1975 AVAILABLE) WILL MAKE TRIP TO U.S. FROM MAY 15 TO MAY 26 FOR PURPOSE OF ESTABLISHING AGENCY/DISTRIBUTOR RELATIONSHIPS WITH NUMBER OF U.S. FIRMS. TRIP WILL INCLUDE VISIT TO IHM'L PETRO EXPO IN TULSA.

2. NASHIF WOULD LIKE TO MEET WITH HIGH-LEVEL OFFICIALS OF FOLLOWING EXHIBITORS AT PETRO EXPO TO DISCUSS POSSIBILITY OF ESTABLISHING AGENCY RELATIONSHIP FOR UAE:

- A. BYRON JACKSON PUMP DIV., TULSA, OKLA, BOOTH 2938
- B. INSPECTION EQUIPMENT MANUFACTURING CORP., SAN ANTONIO, TEXAS, BOOTH 880
- C. JORDAN VALVE DIVISION RICHARDS IND., INC., CINCINNATI, OHIO
- D. MAGNA CORP., HOUSTON, TEXAS, BOOTH 979
- E. OKLAHOMA RIG & SUPPLY CO., MUSKOGEE, OKLA., BOOTH 863
- F. PETROLITE CORP., ST. LOUIS, MO., BOOTH 472
- G. SOONER PIPE & SUPPLY CORP, TULSA, OKLA., BOOTH 214. COMPLETE ADDRESSES AND PHONES OF ALL THESE COMPANIES IN EXHIBITORS' LIST.

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3. ALSO FOR PURPOSE OF ESTABLISHING AGENCY RELATIONSHIPS,

NASHIF WOULD LIKE TO MEET WITH OFFICIALS OF FOLLOWING COMPANIES NOT PLANNING TO EXHIBIT AT TULSA. STRIKES US THAT PERHAPS HIGH-LEVEL REPRESENTATIVES OF THESE FIRMS WILL ALSO BE VISITING PETRO EXPO AND COULD MEET NASHIF THERE.

A. NALCO CHEMICAL CO., 180 N. MICHIGAN AVE., CHICAGO, ILL. 60601

B. FMC EXPORT CORP., PUMP DIV, 2005 NORTH-WESTERN AVE., INDIANAPOLIS, IND. 46208

C. BROWN OIL TOOLS, INC., 8490 KATY FREEWAY, HOUSTON, TEXAS (CARL RIESEL, VICE PRES FOREIGN OPERATIONS).

D. REED TOOL COMPANY, DRILLING EQUIPMENT DIVISION, 6501 NAVIGATION, HOUSTON, TEXAS.

4. IF HIGH-LEVEL REPS AUTHORIZED TO DISCUSS AGENCY AGREEMENTS OF ANY OF FOLLOWING COMPANIES WILL NOT BE AVAILABLE IN TULSA, NASHIF WILLING TO TRAVEL TO VARIOUS COMPANY HEADQUARTERS AFTER FAIR. FOLLOWING IS PRIORITY-ORDER LIST OF FIRMS NASHIF WILLING TO MAKE SIDE-TRIPS TO VISIT:

A. NALCO CHEMICAL, CHICAGO

B. BROWN OIL TOOLS, HOUSTON

C. PETROLITE, ST.L LOUIS

D. FMC EXPORT CORP, INDIANAPOLIS

E. REED TOOL CO, HOUSTON

5. EMB HAS SUGGESTED SCHEDULE APPROXIMATING:

A. ARRIVE TULSA MAY 15

B. REST MAY 16

C. PETRO EXPO MAY 17 - 19

D. HOUSTON MAY 20-23 (BROWN OIL TOOL, REED OIL TOOLS. IN ANY CASE NASHIF WILL VISIT HOUSTON TO VISIT FIRMS HE ALREADY REPRESENTS.)

E. ST. LOUIS MAY 24 (PETROLITE)

F. INDIANAPOLIS MAY 25 (FMC EXPORT)

G. CHICAGO MAY 26 (NALCO)

HOWEVER, IF DISCUSSIONS WITH HIGH-LEVEL REPRESENTATIVES OF ANY OF THE LISTED FIRMS CAN BE MADE IN TULSA AMOUNT OF NASHIF'S TRAVEL COULD BE REDUCED.

6. ACTION REQUESTED: PLS MAKE UP SCHEDULE OF VISITS FOR NASHIF WITH HIGH-LEVEL REPS OF FIRMS LISTED IN PARA 4 EITHER AT PETRO EXPO OR AT COMPANY OFFICES. NASHIF CANNOT ARRIVE IN U.S. BEFORE MAY 15 OR REMAIN AFTER MAY 26 DUE TO COMMITMENTS IN UAE. BIN HAMOODAH IS EXCELLENT FIRM TO SERVE AS UAE AGENT FOR COMPANIES IN PETRO
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INDUSTRIES. FIRM ALREADY REPS HALLIBURTON WHICH NASHIF WILL VISIT WHILE IN HOUSTON.

EMB REQUESTS NASHIF BE GIVEN ALL POSSIBLE ASSISTANCE AND EXPOSURE. ONCE NASHIF'S SCHEULE IS FIRMED UP

CAN COMMERCE RECOMMEND APPROPRIATE HOTELS FOR HIM?

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